

## Message Text

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PAGE 01      FREETO 03888 031628Z

22

ACTION XMB-04

INFO OCT-01 AF-08 ISO-00 EB-07 COME-00 TRSE-00 /020 W

----- 111925

R 031525Z DEC 76

FM AMEMBASSY FREETOWN

TO SECSTATE WASHDC 4406

LIMITED OFFICIAL USE FREETOWN 3888

PASS TO EXPORT-IMPORT BANK

EO 11652: NA

TAGS: BEXP EFIN SL

SUBJ: PROBABLE SALE OF U.S. SATELLITE GROUND STATION TO GOSL

REF: FREETOWN 3762

1. HERB EDGAR, VICE PRESIDENT OF GTE, LEAVES FREETOWN TODAY AFTER TWO WEEK STAY DURING WHICH, HE BELIEVES, HE CONVINCED GOSL TO PURCHASE SMALL SCALE SATELLITE GROUND STATION (ALMOST EXCLUSIVELY FOR TELEPHONE COMMUNICATIONS). ALTHOUGH TE HAD PREVIOUSLY BEEN ASSURED OF CONTRACT, GOSL MADE DECISION TWO MONTHS AGO AWARD CONTRACT TO JAPANESE COMPANY FOR LARGE MORE EXPENSIVE STATION. FAST WORK BY GTE REPS APPEARS TO HAVE CONVINCED GOSL THAT, ALTHOUGH FINANCING TERMS OF JAPANESE OFFER MAY HAVE BEEN BETTER, TOTAL GTE PACKAGE MADE MORE SENSE.

2. ACCORDING TO EDGAR, DECISIVE FACTOR WAS EXIM CREDIT GUARANTEE. OBVIOUSLY INTENT ON LAYING FIRM FOUNDATION FOR IMPROVED RELATIONS WITH USG, PRESIDENT STEVENS SEEMED UNWILLING TURN DOWN EXIM OFFER, SINCE IT WAS FIRST OF ITS KIND TO BE OFFERED IN RECENT YEARS. STEVENS APPARENTLY FEARED NEGATIVE REPERCUSSIONS IN BOTH POLITICAL AND ECONOMIC SPHERES IF EXIM OFFER REFUSED. EMBASSY BELIEVES EDGAR REPORT ON STEVENS' THINKING PROBABLY ACCURATE.

3. SALE IS FOR ESTIMATED DOLS2.2 MILLION. EDGAR SAYS GROUND STATION WILL BE BUILT BY AUGUST 1977 IF GOSL PROVIDES

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PAGE 02      FREETO 03888 031628Z

WRITTEN COMMITMENT IN NEXT TEN DAYS AS HE EXPECTS.

4. COMMENT: EMBASSY LOOKS FORWARD TO FUTURE TELEPHONE CON-  
VERSATIONS WITH WASHINGTON AND ELSEWHERE THAT ARE CLEARER  
AND MORE FREQUENT. THIS IS GOOD NEWS FOR ISOLATED FREETOWN.  
SAMUELS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SALES, POLICIES, COMMUNICATION SATELLITES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 03 DEC 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** coburnhl  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976FREETO03888  
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**Document Unique ID:** 00  
**Drafter:** n/a  
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**Errors:** N/A  
**Film Number:** D760449-0026  
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**Office:** ACTION XMB  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**To:** STATE  
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